

Message Text

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E.O. 11652: N/A
TAGS: BAGB BEXP MU
SUBJECT: AGRIBUSINESS OPPORTUNITY--EXPORT OF AMERICAN WHEAT FOR
OMAN FLOUR MILL

REF: MUSCAT 135

1. AS WE REPORTED IN REFTTEL, OMAN MINISTRY OF COMMERCE HAS REQUESTED OUR HELP IN OBTAINING AMERICAN COMPANY TO MANAGE FLOUR MILL WHICH WILL BE COMPLETED BY END OF YEAR. COMMERCE MINISTRY HAS NOW REQUESTED US TO CONTACT INTERESTED U.S. GRAIN EXPORTERS TO QUOTE PRICES FOR SUPPLYING WHEAT.

2. WHEN MILL GOES INTO FULL OPERATION, REQUIREMENTS WILL BE 30-45,000 TONS OF WHEAT PER YEAR. END PRODUCT OF MILL WOULD BE 85 PERCENT ATTA FLOUR (84-88 PER CENT EXTRACTION) AND 15 PER CENT ROLLER FLOUR (72 PERCENT EXTRACTION). QUANTITIES OF WHEAT DESIRED ARE AS FOLLOWS:

A. 30 PERCENT OF VOLUME SHOULD BE AUSTRALIAN PRIME HARD, 13 PERCENT PROTEIN, OR U.S. EQUIVALENT.

B. 70 PERCENT OF VOLUME SHOULD BE AUSTRALIAN ASW FROM SOUTH-WEST NEW SOUTH WALES (ABOUT 11 PER CENT PROTEIN) OR U.S. EQUIVALENT; OR, ALTERNATIVELY, AUSTRALIAN ASW FROM SOUTH AUSTRALIA (ABOUT 10 PER CENT PLUS PROTEIN) OR U.S. EQUIVALENT.
WHEN MILL IS IN FULL OPERATION, AMOUNT OF 13 PERCENT PRIME WHEAT WILL BE REDUCED TO 5-10 PERCENT TOTAL VOLUME.

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PAGE 02 MUSCAT 00229 030718Z

3. FIRST QUOTES SHOULD BE AS FOLLOWS:

A. 8,000 TONS TO PROVIDE FIRST CHARGE FOR 30,000-TON CAPACITY GRAIN SILO AT PORT.

B. 12,000 TONS TO BE USED FOR STARTUP OF SHIP UNLOADING AND GRAIN SILO EQUIPMENT.

C. 15,000 TONS TO BE USED FOR INITIAL CHARGE OF MILL SILOS.

D. 20,000 TONS TO BE USED FOR STARTUP AND RUN IN OF 150-TON/DAY FLOUR MILL.

QUOTE MUST BE GIVEN AS EQUIVALENTS OF AUSTRALIAN WHEAT, SINCE THIS IS STANDARD USED IN GULF AREA. QUOTES SHOULD BE SENT TO MR. BARAKAT LAMKI, DIRECTOR GENERAL FOR INDUSTRIES, MINISTRY OF COMMERCE AND INDUSTRY, TELEX MB 351, CABLE WIZARAH, MUSCAT.

4. SHIPPING CHARGES SHOULD BE QUOTED SEPARATELY FOR EACH QUANTITY. DESIRED SHIP LENGTH IS 550 FEET (MAXIMUM 600 FT), AND MAXIMUM DRAFT 35 FT. STANDARD ALLOWANCE SHOULD BE INCLUDED FOR LAYOVER CHARGES, WITH EXTRA DEMURRAGE PER DAY QUOTED. IF SAVINGS IN TRANSPORTATION OR GRAIN COSTS CAN BE ACHIEVED THROUGH COMBINATION CARGO, THIS SHOULD BE EXPLAINED IN QUOTE.

5. ACTION REQUESTED: USDA PLS CONTACT AMERICAN GRAIN EXPORTERS WHO MIGHT WISH TO SUPPLY OMAN. ALSO CABLE EMBASSY SUMMARY ACTION TAKEN ON THIS AND REFTEL.
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